

The EDITH *and* LORNE PIERCE
COLLECTION *of* CANADIANA



Queen's University at Kingston

CATALOGUE
OF
Cornwall Commercial College
AND
Shorthand School

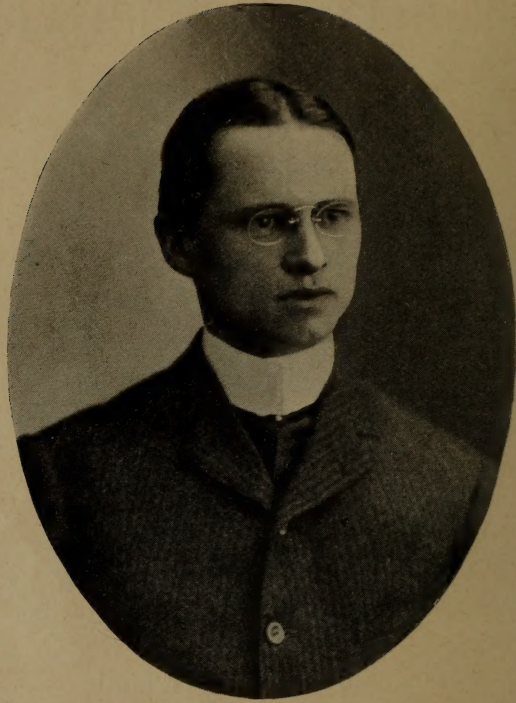
CORNER OF PITT AND FIRST STREETS
CORNWALL - - - ONTARIO

A book of plain facts, plainly told, for the purpose of supplying information about an up-to-date Business College and Shorthand School.

GEORGE F. SMITH, Principal

CORNWALL, ONT.
The Standard Printing House

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C821



Geo F Smith

Teach Subjects, and not Books; Principles more than Facts.

Preface.

SOME nine years ago the Cornwall Commercial College was founded with one student, and without capital or backing other than energy and a determination to establish and maintain a thorough, high-grade business training school that would put a practical education within the reach of all. Its growth was at first gradual as no effort was made to boom it. The town patronage was its sole support for the first year. After establishing a local reputation for thoroughness and high-grade work, a system of advertising was begun and carried out until pupils are now enrolled from all sections of the country, including some from the United States and other foreign countries.

Its staff is composed of teachers of ability who have devoted their entire lives to the work of teaching, its equipments are the finest, the courses of training are the most modern and practical. Through nine years of toil and anxious care it has been perfected in detail and its attendance has doubled from year to year until now it is the most favorably known business training school in this part of Canada. While its enrollment has doubled within the last year it is confidently expected that it will double again during the coming season.

Its practical adherence to business principles in the past, and the hundreds of young men and women who have graduated from the school and who are now holding positions of skill and trust, shall be our pledge for the future, and all that is asked is a visit and a critical investigation.

He is never alone that is in the company of noble thoughts.

Location.

Cornwall is beautifully situated on the St. Lawrence, at the foot of the Long Sault Rapids. It has a population, including the suburbs, of nearly 10,000, of whom a large proportion are engaged in the Cotton, Woollen, Paper and other mills, which are the principal industries of the town.

Its business men are active and enterprising, and the volume of trade done in the various shops is large in the aggregate.

Cornwall has excellent railway accommodation. The Grand Trunk and Ottawa and New York furnish frequent and rapid com-



A Group of C. C. C. Students at the College entrance, which represents about one-fourth of our regular attendance.

munication with the large centres. In the summer the steamers of the R. & O. N. Co. make daily calls, and there are numerous other vessels which touch at this port.

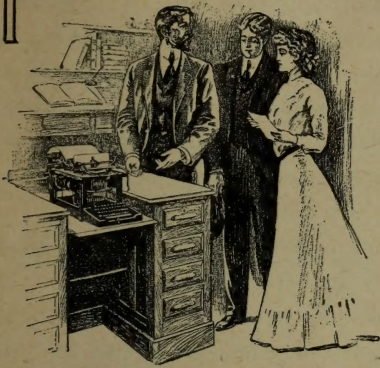
The street car system is excellent and enables people to reach all parts of the town in short order.

As a summer residence Cornwall is unrivalled not only for its cool and bracing climate, but for the number of pleasure spots which can be reached in a few minutes.

If you don't open the door to the devil, he goes away.

To the Public.

INTRODUCTION



In presenting to you our Eighth Annual Catalogue, we wish to extend our thanks for the liberal patronage with which we have been favored during the past years, and ask for a careful perusal of these pages by all those who are desirous of obtaining a thorough business education. Our aim has been to set forth in this prospectus in a truthful

and straight-forward manner, the advantages we have to offer; and the statements herein contained are plain facts regarding our institution.

The school is in every particular what it claims to be—a progressive, well-equipped, thoroughly efficient business training school. The success and popularity of the Cornwall Commercial College show that it meets the wants of the business community; and those seeking a broad, comprehensive business education will find it profitable to consider the advantages afforded by its training. Knowing the merits of our school, we invite the most searching examination of our work and appointments, for by these and these only, do we wish to be adjudged worthy of the confidence and patronage of the public. Visit our school and give it the opportunity to speak for itself.

We shall in future, as in the past, endeavor to keep our school abreast of the times; and if at any time you decide to favor us with your patronage you may rely on the most thorough and energetic work on our part to produce entirely satisfactory results.

GEORGE F. SMITH,
Principal.

If you put nothing in your purse, you can take nothing out.

· To Parents.

The management of the Cornwall Commercial College wants to assure parents that their sons and daughters, when placed under their supervision will be treated kindly, and yet be under strict and careful discipline. The aim of this college is to form correct business habits as well as to impart a thorough practical education. It, therefore, demands from each student punctual attendance, prompt attention to duty, neatness in work and gentlemanly conduct towards both teachers and fellow students.

Its system of training is thorough and the work is so regulated that students become interested immediately upon beginning. A careful record is kept of each student's attendance and progress in studies, from which monthly reports are made out and sent to parents and guardians when requested.

Parents who are anxious to have their children succeed well must see that they are well prepared for the battle of life. A thorough preparation for business is worth more than a store well stocked, or a 160 acre farm. Wealthy men have become poor by losses but a practical education is never lost ; its value increases every day. Persons may come into possession of large sums of money, but if they do not know how to guard it they will soon live in poverty.

It is one of the first duties of parents to make their children safe. Many men who at one time had ample means to place their sons and daughters above want, have been suddenly reduced to poverty by reverses. This at once compelled their boys and girls to earn their own living at a time too late for preparation. A business education makes young people independent, and enables them to care for and preserve their money, if they have any, and to earn it in a pleasant way if they have not.

Before allowing your son to enter life's battle-field, prepare him with the proper accoutrements of war. Have him first acquire a thorough knowledge of the practical branches, so that when opportunity offers promotion, he will be found equal to the occasion.

Concluding, this institution wants the full confidence of parents,

Knowledge is a treasure ; but practice is the key to it.

and wants them to realize that it has its students' best interests at heart at all times. It wants you to feel that it is not content when it has secured your sons and daughters as students but that it realizes most keenly that its work then only begins. Nor is it satisfied when they have completed and are ready to go out into the business world, but it is its greatest anxiety to see them in good positions, and surrounded by circumstances and opportunities that are sure to bring about promotion and success in business, as well as high standing in character.

Aim of the Cornwall Commercial College.

The aim of the Cornwall Commercial College is to prepare young people for business life. They are given that kind of education and training which will enable them to make their way successfully in the business world. Competition in all avenues of trade is so keen that special training is necessary to success in any line.

The course of study at the Cornwall Commercial College is designed to qualify modern prospective business men to cope with the difficulties, complications and embarrassments with which they are sure to meet.

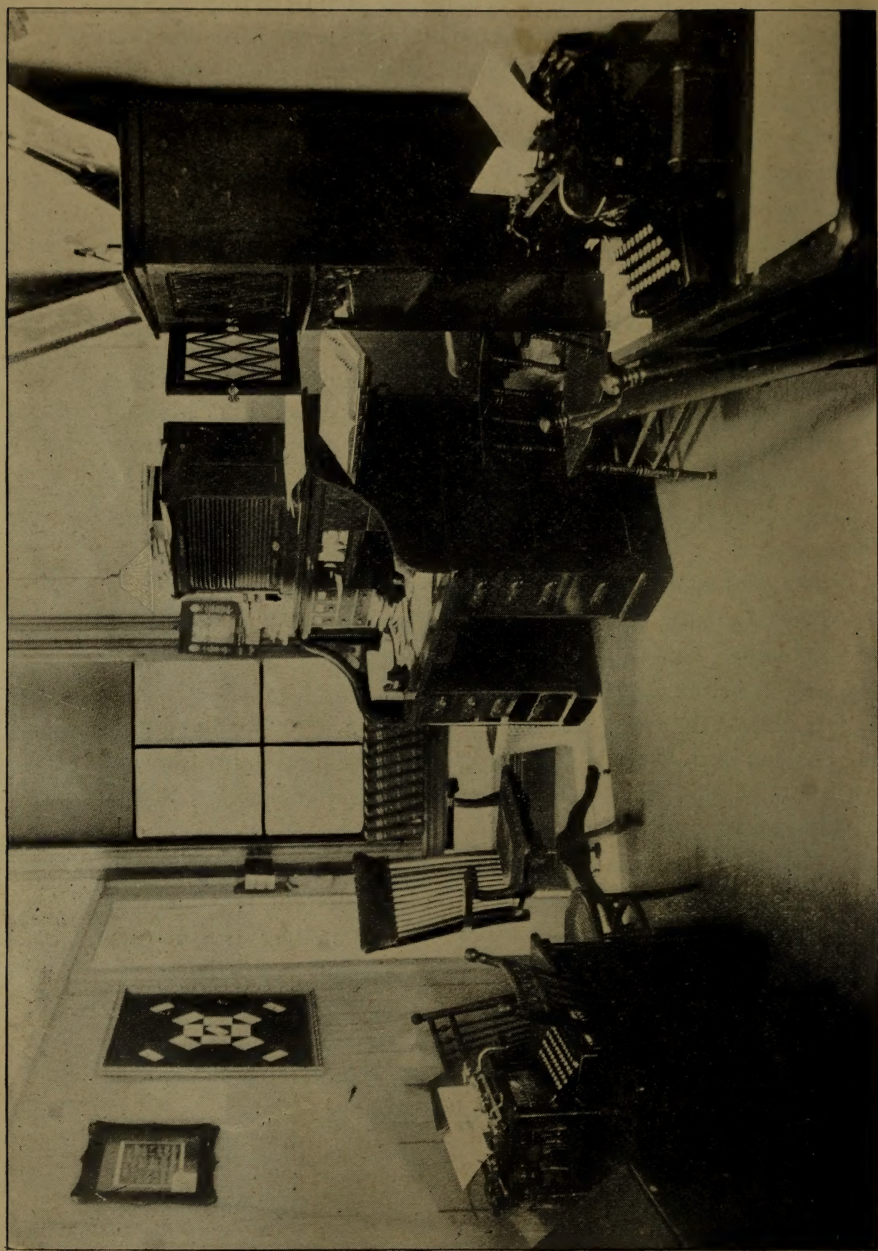
It gives a thorough and scientific training in those things that the business proprietor and manager should be thoroughly familiar with, and without which he will be constantly handicapped in his business career.

The old system of apprenticeship is no longer practicable owing to the increased activity and competition in the business world. Successful business men have no time to instruct employees in the ordinary principles and methods which lie at the foundation of all business.

Business has grown more and more complicated, the requirements and exactions are many times more severe, and there is practically no opportunity for those who are not trained.

The Cornwall Commercial College furnishes the training and preparation which fit young men and women to achieve success which would be otherwise long deferred if not actually unattainable.

Say what is well, and do what is better.



OFFICE OF THE CORNWALL COMMERCIAL COLLEGE.

The Courses of Instruction.

Commercial Course.

Arithmetic,	Spelling,
Book-keeping,	Business Customs,
Penmanship,	Practical Grammar,
Banking,	Mental Arithmetic,
Business Correspondence,	Rapid Addition,
Commercial Paper,	Business System,
Commercial Law.	

English Course.

Grammar,	Penmanship,
Letter-Writing,	Rapid Computation,
English Composition,	Business Correspondence,
Invoice Practice.	

Shorthand and Typewriting Course.

Shorthand (Isaac Pitman),	Business Correspondence,
Typewriting,	Group Dictation,
Spelling,	Punctuation,
Grammar,	Letter Press Copying,
Synonyms,	Mimeographing,
Office Practice.	

He that spends without regard shall want without pity.

COMMERCIAL DEPARTMENT



OUR aim in this Department is to prepare young men and women for the duties and responsibilities of active business life—to make practical book-keepers of them in the shortest possible time consistent with thoroughness and accuracy.

A glance at the testimonials annexed will show how we have succeeded thus far.

Book-keeping.

Under this heading we introduce our practical system of Book-keeping, combining theory with practice throughout the entire system.

In the initiatory department the student receives a thorough drill in the principles of book-keeping, the forms of negotiable papers and laws governing the same. It gives a greater variety of business forms and transactions than would occur in years of ordinary business.

Business neglected is business lost.



PARTIAL VIEW OF COMMERCIAL DEPARTMENT

Advanced Department.

In this department all documents and commercial forms are actually prepared by the student ; he is practically a business man and book-keeper combined, as he personally enters into a series of business transactions, and keeps a correct record of the same.

Each paper or transaction is just the same as in actual business life. It gives him practice in doing business at the bank and other offices, and makes him systematic and accurate in all his dealings.

The fact that this system enters into detail, gives an experience which would require years to obtain in any other way.

Arithmetic.

This subject is a cardinal point in our Commercial Course. The instruction differs from most schools, both in method of presentation and matter taught. Our plan is designed to develop the reasoning powers, rather than to store up rules in the memory, hence the mental training, acquired while reasoning out problems, is valuable to the student and the results are very gratifying to the teacher. The work is made as practical as possible, by introducing only the essential and useful, although every necessary principle, from the most simple to the most complex, is introduced according to the needs of the individual student. All new and approved short methods are speedily adopted, in order that our students may possess more than the mere faculty of solving arithmetical problems without regard to time, as lightning rapidity, with perfect accuracy, is the demand of this age of steam and electricity. Individual instruction plays a happy part in explaining away many of the difficulties of this subject, and as a rule we can do more for the anxious student with our personal questioning plan in four months, than can be accomplished in the ordinary way, in a school or collegiate institute, in one year.

They that value not praise will never do anything worthy of it.

Rapid Calculation.

By this heading we mean rapid addition, multiplication, &c., and the doing of each problem mentally, involving many of the same principles as are taken in our regular course of arithmetic.

The value of a thorough training in rapid calculation cannot be overestimated. Business requires not only that these rules shall be understood, but that they shall be applied with great rapidity and with absolute certainty that the results produced are correct.

Business Correspondence.

It is impossible to overestimate the value of this subject to the commercial or shorthand student. First-class correspondents are in constant demand at what seem to many fabulous salaries. The most frequent complaint among bankers and business men is in regard to the inability of young men to write a good business letter, and for those who will qualify themselves there is an ever-increasing demand.

We find it is much easier to teach this subject to the satisfaction of our students when they are taking the work in Practical English, and schools that do not give any such training must surely find the teaching of correspondence very unsatisfactory. Our drill takes the form of writing letters on various commercial subjects daily, and plenty of practice in the criticism and improvement of poorly-constructed sentences, paragraphs and letters.

Photographs.

The views of the Class-rooms and Offices in this Catalogue are all taken from photographs, and although they give a fair idea of the School, they do not show much more than two-thirds of the different Departments, it being impossible to get them all in a photograph.

A wise man changes his mind ; a fool, never.

Commercial Law.

This subject forms a part of our course of study which is taught in as practical and interesting a manner as possible. Law is a necessity and will be so as long as people remain less perfectly just and wise. Every one who expects to do business should understand the general principles of common and statute law, for it is the universal rule that "ignorance of the law excuses no one." Some prefer to gain knowledge by experience—a teacher whose tuition fees for one lesson often amount to more than would pay for a thorough business education. We do not attempt to make lawyers of our students, but we do claim to give them a knowledge of the general principles of the law, such as is necessary to any one in the transaction of his every-day affairs. The following list of subjects will give the reader some slight idea of the practical nature of the work.

Cheques.

Notes : Individual, Firm, Joint and Several, Bank, Credit, Lien, Instalment, etc.

Deposit Receipts ; Warehouse Receipts ; Coupon Bonds.

Drafts : Private, Bank, Inland, Foreign.

Receipts : In full of account, on account, for rent, etc.

Due Bills ; Orders ; Bills of Lading ; Invoices.

Statement of Accounts ; Account Sales ; Shipments and Consignments.

Contracts : Oral, Written, Specialty ; Legal and Illegal ; Void and Voidable ; Executed and Executory.

Requisites of a contract.

Competent and Incompetent Parties.

Minors : Rights, Duties, Privileges.

The Statute of Frauds.

Guaranty and Suretyship in relation to contracts.

The Statute of Limitations.

Merger : Arbitration and Award.

Offer and acceptance.

Consideration : Valuable, Illegal, Insufficient, etc.

Banking : Canadian, British, and United States.

The Clearing-House System.

Loan Companies ; Trust Companies.

Custom and Excise Duties.

Stoppage in Transitu.

If the devil catch a man idle, he will set him at work.

Insurance : Fire, Life, Marine.
 Debentures and Bonds.
 Stock and Stock Exchange
 Joint Stock Companies.
 Partnership : General, Special, Silent, Nominal.
 Agency : Principal, Agent, Third Parties.
 Landlord and Tenant : rights, duties, privileges.
 Leases ; Mortgages ; Deeds.
 Corporations : Non-Trading, Trading, Quasi.
 Master and Servant.
 Patents ; Trade Marks ; Copyright.
 Advertising.
 Marking Goods.
 Book-keeping :—Double Entry, Single Entry.
 Conversion of Single to Double Entry and vice versa.
 Property, Personal and Allowance Accounts.
 Original Books of Entry and Auxiliary.
 Vouchers.
 Direct Posting.
 Opening a new ledger.
 Closing accounts.
 Taking a Trial Balance.
 Making a Balance Sheet.
 Avoiding and Detecting Errors.
 Writing off Depreciation in Property Accounts.
 Writing off Bad Debts.
 Business Papers :—Renewing Notes, Discounting Notes, Acceptances,
 Bills of Exchange, Inland Drafts, Credit Notes, Certified
 Cheques, Crossed Cheques, Protest Notes, etc.
 Office Work :— Management, Clerkship, Expert Accounting, Auditing.

Spelling.

In the teaching of this subject we have a small book, containing most of the words in common use, suitably arranged in lessons of 50 words each. One lesson is taken each day, and the words mis-spelled by the student are marked, so that after having gone through the book they each have a list of words which have been spelled incorrectly, and a little time put upon this list practically enables each student to spell every word in the book.

Better three hours too soon than one minute too late.

Penmanship.

Since neat, legible and rapid handwriting is indispensable to the complete education of every person who expects to enter practical business life, special attention is given to this branch in connection with all other courses of instruction. Business men



Set of Business Capitals.

invariably ask that application be made in the handwriting of the applicant. Success often hinges upon this letter.

Some say "I cannot learn to write," but the same diligence required to overcome all obstacles in other branches of study, will soon bring to the student the reward of neat, legible and rapid handwriting.

Books alone can never teach the use of books.

ACTUAL BUSINESS DEPARTMENT



Banking.

The Bank is conducted precisely the same as the best banks of the city, receiving the deposits of the students in various lines of mercantile pursuits, discounting notes, collecting, issuing drafts, foreign and inland exchange, and doing a general banking business, using the latest improved books as in the best banking institutions.

An extravagant man grows poor by seeming rich.

No student is allowed to proceed in the dark, but is guided by a specialist, and is taught to think and become independent. Our office department is not a play department, but furnishes plenty of hard work, often sufficient to keep the student busy after hours and on Saturdays. The great secret of our phenomenal success is the immense amount of work and actual knowledge acquired by the student. The student must show ten correct statements before he can graduate and receive his diploma, which is a guarantee that he is thoroughly competent, provided he has passed satisfactory examinations in all the branches and completed the requisite amount of experting.

Our work has been examined by bankers and business men and given the highest praise. We refer also with pride to the large number of young men who, having studied our system, have accepted prominent banking positions.

Wholesale Department.

In this department the student has charge of a large wholesale business which is carried on with the students in the Practical Department of the school. Here he is taught to use all the latest office devices, including the Loose Leaf Ledger, the Voucher System, the Card Index System, Invoice Book, Sales Book, Letter Press and Filing Cabinet, in fact he receives a training that it would take him years to get in any other way. The promoters of the institution have spent a great deal of time and money making this department one of the most complete of its kind for Business College purposes in use.

Difficulties, like thieves, often disappear when we face them.

Shorthand.

The Cornwall Commercial College conducts one of the most thorough and practical schools of Shorthand and Typewriting in Canada. It offers every facility obtainable for the successful study and practice of Shorthand and Typewriting. A stenographer in business is now considered indispensable and shorthand has become one of the most important branches of business education. Thoroughly trained stenographers are sure of getting good positions, which often prove stepping stones to speedy advancement. They are not placed out in the warehouse or in some department of the store, but are taken into the offices with their employer and are made confidants by him. He dictates his letters on important business matters to them, thus educating them in the important technicalities of business while they are with him. If they are alert and watchful they soon become thoroughly informed in their employer's line of business, and he feels that he cannot do without them. They thus learn how to manage and conduct a business, and may after a while engage in business for themselves. They are thus made men or women of valuable business accomplishments. No young person can overestimate the value of a shorthand education.

The system of shorthand taught in this school is that of Isaac Pitman, the most complete and thorough system known, used by all the leading reporters and taught by the best business colleges in every part of the civilized world. It is not dry nor abstract, and does not require any special ability or aptitude to master it. Any one ordinarily qualified can learn shorthand.

Letter Press Copying.

In all business houses copies of letters are retained and the typewriter operator is expected to copy these letters on a copying press. Letter-copying is, therefore, an indispensable requirement. To familiarize students with this process we require them to copy their typewritten letters till they are able to make perfect copies without spoiling the neat appearance of the original letter.

He that blows in the dust will fill his own eyes.



SECTIONAL VIEW OF SHORTHAND DEPARTMENT.

SHORTHAND DEPARTMENT



Practical English.

Many students come to the College who have not a sufficient knowledge of English. This is a difficulty frequently met with in our Shorthand Department, where a knowledge of this subject is practically indispensable, and of course it is also important to the students in our Commercial Class. In teaching it we do not find it necessary to take too much of a student's time, for it is not a difficult matter to master the principles needed to properly express one's ideas, if those principles are presented shorn of all that is unnecessary.

"Easy come, easy go," is as applicable to knowledge as to wealth.



LOOKING NORTH FROM THE SHORTHAND DEPARTMENT.



COMMERCIAL EXCHANGE, BANKING AND WHOLESALE DEPARTMENTS.

The Prospects for Stenographers.

Never before in the history of the world has the lightning pen of the stenographer been appreciated as it is at present. The demand for good shorthanders for general office work is far in advance of anything heretofore known. At no time in the past have competent stenographers so readily secured good paying positions.

The advantages of shorthand have become so manifest that in many business houses they would as soon think of doing without the telegraph and telephone as without their stenographer.

Easy to Learn.

Shorthand is as easy to learn as the common branches of study, and can be acquired by any person who has a fair idea of the pronunciation and spelling of words, no matter how young. Phonography is a system of writing according to the sound or pronunciation, rejecting the silent letters and ambiguous sounds. The characters are few and much more easily and rapidly made than those employed in the ordinary style of writing.

Time Required.

Ability, previous education, as well as the application to studies govern the time for graduation, which varies from four to eight months in either business training or shorthand or typewriting departments. In some cases students good in English have passed examinations in those branches on entering, and graduated in three months. No student is required to study anything he can pass. We do not hold out a three-months' graduation course as an inducement to patrons, although a number of our students are holding good positions after a three-months' course. All work is thorough, and if you are only with us one month and apply yourself you will be benefited and well paid for the time and money invested. Graduates of the C. C. C. are able to hold good positions, and their training will be a benefit lasting through life.

Never measure other people's corn by your own bushel.



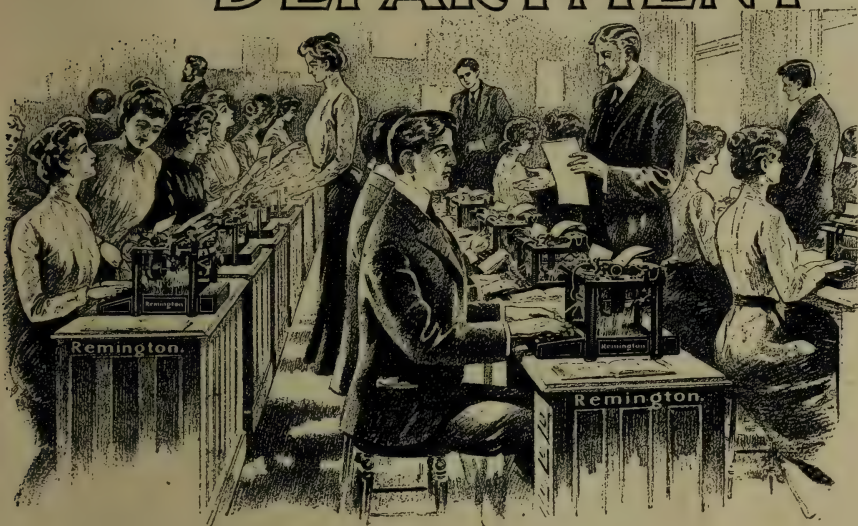
Pen work executed by Rolland E. Kingsley, a student of the class of '04. The original may be seen on the walls of the college office. Mr. Kingsley after graduating secured a good position as stenographer and bookkeeper with the Dominion Oil Cloth Co., Montreal, Que.

Enthusiasm is the genius of sincerity.



A group of young lady graduates taken in May, 1904. The roll call in February last showed an attendance of 127 pupils in the Shorthand and Commercial Departments. The attendance is increasing every year. The superior quality of work conducted at the C.C.C. has attracted students from every part of Canada and the United States and every year graduates of other business colleges enter our school for a post-graduate course and to get the benefit of our facilities of placing graduates in excellent paying positions.

TYPEWRITING DEPARTMENT



A good Stenographer must be an equally good operator on the typewriter. There is a right way to operate a typewriter, which should be learned and practised, and a wrong one, which should be avoided. It is just as important to acquire good habits in typewriting as in penmanship. In this department, as in shorthand, the best results can only be secured by proper guidance on the part of the teacher and earnest application on the part of the student. Each student has two periods a day for practice, and all work is handed in for inspection and correction; no slovenly work is tolerated. As soon as competent the student comes to the college office and takes practical dictation in the form of college correspondence, which must be handed in perfectly transcribed on the typewriter. All of the C. C. C's correspondence is done by students. Any one receiving a letter can judge of our work. We consider high-grade typewriting of as much importance as shorthand. We have more new typewriters than many of the largest city schools, and give our students the best machines to practise on that money can buy.

Fortitude without wisdom is but rashness.

From School to Business.

Thorough Business Education the Stepping Stone to Success.

It is not improper for us to state that the management of the Cornwall Commercial College has been wonderfully successful in the past in securing good positions for its students, and expects to do much more in this direction in the future, simply because business men know that the young man or woman sent from this institution is thoroughly competent to fill the position assigned. Those who come to college with average natural ability, good character, correct habits, and willing to work, are almost certain to secure satisfactory employment at good salaries.

It is a source of pride and gratification to us that the facilities afforded by this College have been the means by which so many young men and women have been enabled to occupy prominent positions to the credit of themselves and honor of the institution.

How far Advanced must I be?

"How far advanced must I be in order to be able to enter your school?" An ordinary education is all that is necessary. If you have had only the advantage of attending the common school, you have acquired sufficient knowledge of books to assure you advancement in our classes. We give special attention to those who have not been in school for several years and have become rusty on certain branches. Private instruction is given to such students until they have acquired sufficient confidence to realize that they are capable of joining classes. With this manner of instruction the most timid students soon learn to have confidence in themselves.

All must be Thorough.

In every department of the school thoroughness is insisted upon, and no student is permitted to take up a new lesson until the previous one is thoroughly understood. Every new principle is thoroughly explained to the student both privately and in class.

Books are the legacies that genius leaves to mankind.

Manifolding and Mimeographing.

Merchants oftentimes desire to send circular letters to their customers, and for this purpose Manifolding and Mimeographing, or making a number of plain and neat copies of one writing, is an art, the requirement of which is based upon minute points in the manipulation of the machine. Our office is equipped with the best machines and articles for producing duplicate copies and our students become thoroughly familiar with the various processes.

Individual Instruction.

Personal attention is one of the distinguishing characteristics in the methods of instruction at the Cornwall Commercial College. Every individual student receives personal aid and encouragement, thus making it almost impossible for him to become discouraged or to successfully shirk his responsibilities. This method of teaching brings to the backward student every facility as well as every encouragement for making rapid and satisfactory progress, while it also affords to the intelligent and well-educated student every advantage for making rapid and substantial progress in his studies. Long experience in the school-room has thoroughly convinced us that to be fully able to arouse and stimulate the student's highest and best energies, the teacher's personal contact is absolutely necessary. The teacher must know his pupil if he would prepare and successfully direct his mental and moral energies, and the system of teaching here advocated affords the teacher every opportunity to exert over the student a stimulating and inspiring influence.

If you do not hear reason, she will rap your knuckles.



A CLASS IN TYPEWRITING.



TYPEWRITING DEPARTMENT.

Athletics.

Athletics are encouraged among the students to a limited extent. A hockey club is usually maintained during the winter months and a football team and lacrosse team during the summer and fall. Practice in these manly sports is so arranged as to not interfere in the least with the student's studies and progress.

The Money Value of Education.

Education has an absolute money value, and as an investment gives larger and more certain returns than anything else known. It is the education that enables the manager to make larger earnings than the foreman, the foreman than the artisan, the artisan than the apprentice. It is the education that determines why one man can only earn \$10.00 a week, and another, who has developed his abilities, can earn \$10.00 a day. It is the education that enables one person to take advantage of favorable opportunities when presented, and the want of it which closes them to others. It is the education that converts the untrained faculties into money-making powers and makes the possessor of them largely independent of the uncertainties of fortune.

Young people should consider this and endeavor to acquire the most marketable knowledge, so that they can make their services of greater value. The earning power of money is rapidly decreasing all over the world, but never before was that of education so great as now. Larger salaries are paid to competent men in every walk of life than was ever before known, and there is every prospect that they will continue to increase. A practical education is almost certain to be the stepping stone to success. It assuredly doubles the money-earning ability, and adds ten-fold to the possibilities of the future.

All the winning is in the first buying.

Which Course will be Better Financially?

A Comparison.

From Entrance Examination, Public School boy or girl, aged 14, for period of next five years :

Through High Schools.

- (a) Three years to secure Junior Leaving certificate.
- (b) One year to Model, and to reach the age limit of 18 years before allowed to teach.
- (c) One year actual teaching to qualify for Normal.
- (d) One year Normal Term.

Results.

Second Class Certificate.

Prospects.

Annual Salary \$300.

—
Total Time, Six Years.

Total Cost for Board, Fees and Books, about \$700.

Through Business College.

- (a) One school year, Commercial and Shorthand courses.

Results.

First-class Stenographer or Good Accountant.

- (b) Total Cost, Board, Fees, &c., about \$200.

Add Earnings for five years' service

First year (minimum).....	\$200
Second year " 	300
Third year " 	400
Fourth year " 	500
Fifth year " 	600
Saving in Expenses.....	500

—
Total Gain.....\$2,500

The young person is now 20 years of age.

In one case qualified to spend three, five or more years teaching at prospective salary from \$200 to \$500, with little prospect of anything better for the future.

In the other case qualified for the business field, in which situations are more safely assured, where even limited experience increases the earning power and the chances for securing good places at salaries varying from \$600 to \$2000.

Fear no man, and do justice to all men.

Which Course Will You Give Your Boy or Girl?

Another Comparison.

Boy, age 16, with Junior Leaving or Junior Matriculation Certificate.

For Professional Career.

- (a) Should spend two years at High School or Collegiate for Senior Leaving or Senior Matriculation, or better, take four years at University, cost, say.....\$ 800
(b) Then four years at Law or Medical School, at say \$350 per year..... 1400
Total\$2200

Result.

Qualified to make a start in Law or Medicine. Practice must be won or purchased. It will take three or four years for one, or \$3000 or \$4000 for the other, and then only an average income of \$1200 or \$1500 may be expected.

—
Total time, say 10 years.

Total cost not less than \$5000.

For Business Career.

- (a) One year in a good Business College at an expense of \$200

Result.

Qualified to make a start by securing a business appointment which will yield at least \$5 to \$8 a week for first six months or possibly one year. Then regular promotion from year to year for four years will bring at lowest estimate an annual income of \$600. Enough may thus be earned and saved to start a business. If at all successful in the remaining five years a first-class business will be built up, producing an income much greater than that of the average professional man.

These are average results. We admit some become professional specialists and win better incomes. So do young men in business. We have graduates receiving salaries of \$1000 a year and upwards in less than four years after leaving school, and they then have half a dozen years' start of the professional man.

Follow the wise few rather than the vulgar many.

Putting It Off.

Very often we receive letters from parties with whom we have had correspondence about attending the College, in which we find such statements as follows:—"It will be impossible for me to attend this term." "I will probably be with you next year." "My circumstances have changed and I must wait a while." Now as a rule upon investigation we find most of these parties could start at once if they would only be in dead earnest about getting



College Hallway.

an education. The trouble seems to be a disposition to have everything just so before they will make a start, and the result is they never get started. Next year comes around and they are in worse circumstances than they were the year previous. During that time, however, we venture to state that they will have spent more in having a good time than it would have cost them to have attended school for six or eight months.

Promise little and do much.

Business Education for Women.

The Cornwall Commercial College offers the same advantages to young women as to young men. No longer does public sentiment hesitate to extend to young women the welcome to the business world that belongs to her in view of her established ability. Business Colleges were the first educational institutions to welcome women on equal footing and advantages with men. Here she may develop here latent capabilities with the satisfying sense that she can, if necessary, earn her own living or care for her own business interests. Every father should give his daughter a business or a shorthand education. The benefit of such an education is often realized, and young women are beginning to see the advantages to be gained by a practical education.

It is a notable fact that young women are steadily coming into favor with business men as book-keepers, correspondents, clerks, amanuenses, etc., and women graduates of the Cornwall Commercial College are holding lucrative positions in Winnipeg, Toronto, Montreal, New York City, Chicago, Boston, Syracuse, Milwaukee, and many other large cities and towns both in Canada and the United States, and in every case they perform their work in a highly satisfactory manner. The woman who would be broadly useful should endow herself with a thorough practical business and shorthand education.

A great many young women go to business positions every year from the shorthand rooms alone, and many others from the business department. A very large number are now filling excellent paying positions in various clerical capacities. The College has been largely instrumental in overcoming the objections of business men to the employment of ladies, and the success attending its efforts in their behalf has obtained frequent recognition.

No young man of to-day can succeed to any great extent who is not enthusiastic in his business or occupation; in this day of sharp competition half-hearted, indifferent methods will not suffice.



A SAMPLE OF BLACKBOARD DRAWING BY MR. J. W. DONNELL, A MEMBER OF THE STAFF.



Evening School.

The evening school is conducted for the special accommodation of those who are engaged during the day, and do not feel justified in neglecting their business or resigning situations to attend day school. Many through misfortune or other causes were required to take work early in life, even before they had learned much about grammar, to read, write and spell fairly well, or to work ordinary problems in arithmetic. There are others of from fair to excellent education who are holding ordinary clerkships, or are engaged in other ordinary capacities, who with a term or two of special training at our evening school could prepare for much more pleasant and better paying positions.

To all the above classes the evening school of the Cornwall Commercial College offers superior facilities. Ambitious young men and women are not willing to hold situations where there is no chance for advancement. But if they are not qualified others will continue to step ahead of them. By reason of a special course of evening school training at this college, many have been promoted in the houses where they are employed, while others who

Some are very busy and yet do nothing.

have been performing ordinary hard labor were enabled to accept positions as bookkeepers, entry clerks, cashiers, secretaries and stenographers, and thus more than double their previous earnings. A term of evening school will better a person's condition in every way, will brighten prospects, and will pave the way to higher positions of responsibility and profit.

Many idle away the long evenings and spend more money in careless ways than would be required to obtain an education which would form the foundation for an honorable and successful business career, and which, in later years, would be the means of affording the more expensive luxuries of life, and the real comforts of a model home.

Business will want you as soon as you are ready, and you can qualify yourself at the Evening School of the Cornwall Commercial College, without loss of time, and you will never miss the small amount of money required.

The evening session opens at 7.30, and continues two hours. The session presents the same advantages in every department as the day school. Every student is taught separately at his desk, thus avoiding the embarrassment of reciting before the entire class. Our evening sessions are held on Monday, Wednesday, and Friday of each week.

Onward to Success.

Before you can succeed, you must have the motive, the desire, the ambition, the determination and the will—to get there. Without this motive, this earnest intention to succeed, you cannot hope for success. Indifference and a dormant condition of the mind, never brings results.

Having first cultivated a desire for success, a desire for the conditions that supply the wants of man, then the next thing is to qualify yourself for business duties. Enlighten your mind on all active business principles, and do not stop until you are thoroughly competent and reliable. This you can accomplish by attending the Cornwall Commercial College.

There is no calamity like ignorance.



Do You Guarantee Positions ?

A question put in some form by every beginner, and to which we answer as follows :—The Cornwall Commercial College has, during the past years, sent out many pupils to fill positions as bookkeepers, stenographers, clerks, cashiers, etc. ; and business men in need of assistants apply to us to supply them. Of course you can readily understand how unwise it would be for us to guarantee you a position in order to get you to attend our school, especially without further information than we now have. This matter of guaranteeing positions is only practised by certain disreputable schools—they promise great things and do less for their students than schools that promise nothing along this line.

The C. C. C. is probably in a better position to assist its graduates than any similar institution in Eastern Ontario. We do the most we can for our students, and make every possible effort in their behalf ; spend hundreds of dollars in this direction, and are able to assist in a direct manner an increasing number each year ; but we absolutely refuse to guarantee positions under any circum-

Learning makes a man fit company for himself.

stances. We make this matter plain enough so that it cannot be misunderstood.

Our school is primarily an educational institution, and teaches the subjects in its curriculum in the most practical manner and in the shortest time possible consistent with thoroughness and accuracy.

To Business Men.

Whenever you need a bookkeeper, stenographer, or any kind of office help, we will be pleased to aid you in securing a competent person. Visit our school, if possible, where you can examine the students' work. Under no circumstances will we recommend a student unless we are reasonably sure that he or she will give satisfaction.

Homes for Students.

Whenever desired, some one from the College will meet students coming from a distance, at the depot. We have a list of first-class boarding houses always on file, and use the greatest care in selecting desirable boarding places for students. Parents may entrust their sons and daughters to us with perfect confidence that they will be comfortably accommodated and surrounded by elevating influences.

Will You do us a Favor?

It is this, that when you have read this catalogue or looked it over, will you, if you have no further use for it, give it to some young man or woman who would be glad to receive it. We will appreciate your kindness, and you may be the means of starting some young man or woman upon a course in life which may prove a success. Again, if you know of some one who desires a catalogue, and you cannot spare yours, drop us a postal with his address and we will send him one.

A good name will shine forever.

Interesting Education.

Most boys at the age of about 15 feel an ambition to earn money. This desire should be cherished and directed to proper ends. When boys become restless and impatient, it is time to furnish them with something in which they are interested, to occupy their minds. The thought that they are preparing to do something for themselves explains why so many boys do well at Business College when they refuse to longer attend other schools. This course conveys to them ideas a money-making and fills their minds with plans for getting on in the world. They see that what they are learning will be immediately available in securing employment, and soon understand that this practical education will prove invaluable in business life.

To Our Old Students.

We would be more than human if we did not feel proud of our old Students, and assure one and all that each year will make the C. C. C. more worthy of their esteem and commendation.

We extend our heartiest thanks for their kind words and faithful work for the Cornwall Commercial College.

Fully half our attendance during the past few years has come through the recommendation of former Students and patrons.

There is scarcely a mail that does not bring letters from old Students giving us the names of those interested in a business education.

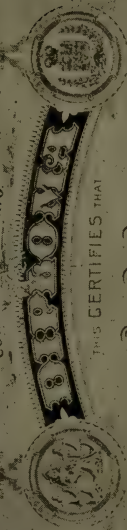
Find a C. C. C. Student and you will find our best advertisement.

**Be a man whose word is worth one hundred cents on the dollar and
your reputation will be as good as gold.**

CORNWALL

COMMERCIAL COLLEGE

CORNWALL, ONTARIO.



THIS CERTIFIES THAT

Geo. D. Ross

HAS COMPLETED THE THEORETICAL COURSE OF STUDY AND PRACTICE IN THE

Electrical Engineering

DEPARTMENT

and when a proper examination is made by the Department of Education and
the necessary arrangements are made for the practical work of the student
IN TESTIMONY WHEREOF a diploma is hereunto signed and
affixed on the 15th day of June 1908.



Diplomas.

The photo engraving on opposite page will give you some idea of the handsome diploma we issue free to every graduate completing our courses of study and successfully passing our final examination. Ninety per cent. is required in all examinations for a Grade "A" and seventy-five per cent. for a Grade "B."

A diploma from the Cornwall Commercial College means that the graduate has had a thorough training in English Grammar, Spelling, Penmanship, Arithmetic, Commercial Law, etc.

From an extended knowledge of the requirements of other Business Colleges, we believe that we have a higher standard than is to be had in almost any other similar school anywhere, and it is this high standard that makes our graduates take the high rank that they do and that makes them in demand by business men.

The best business educators of the country are advocating a higher standard, and we believe that the present requirements will be largely added to at no distant day by all reputable Business Colleges.

Teachers Wanted.

Teachers in the country schools are making from \$20 to \$25 per month boarding themselves, will do well to take our business and shorthand course of study and increase their salaries. Instead of the small pay for teaching in a district school, they might easily earn twice as much in a business office with promise of far better things in the future. Hardly enough pay to buy one's clothing, no prospect of increase, and employment only part of the time in one case; while good salary twelve months in the year with certain and rapid advancement in position and remuneration, is promised to the competent and worthy employee in a business office. We find some of those experienced in teaching succeed especially well with their work, they have already acquired a good English education, methods of study and a knowledge of human nature.

A proud heart and a poor purse are ill met.

High School Students.

For pupils who have completed the High School work or for various reasons have become "tired" of the course before securing their certificates this school awakens new ambitions, and boys who "seemed dull" become enthusiastic. This is due to the "business spirit" which pervades the school, and pupils see the practical application of their studies in the busy business houses throughout the city. Many pupils who have not succeeded well at high school have here achieved remarkable success, much to their own gratification and that of their parents.

They become impressed with the idea that their school days are about over, that they are working for themselves, and that it will not be long before they will be taking their places among the toilers in the actual business world. While Latin, Greek, Botany, History, Chemistry, etc., may be excellent for developing the mind, a knowledge of the more practical affairs of every day life is a better bread-winner and an invaluable supplementary course to the High School training.

Book-keeping not a Specialty.

It seems to be the impression with many that book-keeping should be studied only by those who expect to follow that work as a business, but such is not the case. A practical working knowledge of accounts and the use of business papers, is as necessary to the average man or woman as a knowledge of arithmetic; in fact, it is a branch of mathematics—in other terms, applied mathematics. It matters not how humble one's position in life may be, it would seem impossible that at some time or other he or she would not have occasion to make use of the knowledge obtained in connection with training in the subject of book-keeping.

Book-keeping is a much broader subject than it used to be. Instead of a mere training in making entries, it now includes a knowledge of all the different papers and their uses; a familiarity

Never keep a dog and bark yourself.

with corporation accounts and cost and material accounts. It also requires a practical understanding of the legal responsibilities assumed by the parties to ordinary business transactions and contracts. In other words book-keeping includes a knowledge of all that pertains to ordinary business affairs. Hence, instead of being a specialty, it is now one of the universally useful branches.

Success in Life.

Depends very largely upon the preparation. There is no better preparation for young men and young women than the practical business and shorthand training given in this institution.

The instruction is entirely individual and of the highest order. The school is closely related to the business community, which insures us numerous calls for office assistants. Business is taught as business is done. Graduates are in demand. The elements of success are imparted. The departments are superintended by instructors long experienced in the actual demands of commercial life.

Neglected Education.

There is no school in Canada where the wants of those whose early education has been neglected receive so much consideration. There should be no hesitation on the part of any one of mature years in seeking to make up for the opportunities so often denied in early life.

Visitors.

The scope of our educational work is so extensive, and the advantages offered so superior that a personal visit is necessary for any one to get a proper conception of them. We accordingly invite those interested in practical education to visit our school. The Principal will take pleasure in meeting visitors, and in showing them through the various departments.

Self-love is a mote in every man's eye.

About Board.

Prices for board vary from \$7.00 to \$10.00 per month according to the distance from the college and the accommodations desired. The college does not board its students, but enters into arrangements with private families of good standing to take charge of a limited number of students, provide them with home comfort, surround them with wholesome influences and proper home restraints. Families who board students must furnish the best of references.

On arriving in Cornwall a student should come direct to the college office ; if after office hours, to the Principal's residence, which is only about a block and a half from the college, retaining baggage check until a place has been selected. Express men will call at the college for checks.

What this School Cannot Do.

It cannot make brains.

I cannot do impossibilities.

It cannot take a poorly educated youth and made an intelligent person of him in a months' time. No school can.

It cannot easily inspire the pupil with a love for his work if he is permitted to spend most of his time, outside school hours, on the streets, instead of preparing his lessons.

It cannot secure the highest mental discipline without honest earnest effort on the part of the pupil.

It cannot take a boy who writes a miserable cramped hand, who knows nothing of arithmetic, little of business language and composition, and make him an accomplished accountant and stenographer in two or three months' time. No school can do that.

Practical education introduces a man to mankind and acquaints him intimately with himself.

The Burning Question.

With the young man of ambition the question above all is "How to get a start" that he may work his way toward the top. In order to secure a foothold somewhere he must be able to do something useful. He must possess knowledge and skill that have a marketable value. The business school furnishes such preparation.

There is always a demand for worth and intelligent young men possessing business tact and practical training. It only remains for the young men of the present to thoroughly prepare themselves to meet the opportunities of the future as they arise.

The business course of study naturally comes between the common school or the high school and the world of business, giving that knowledge and furnishing practice and discipline in just those things that are come into use in the active participation in all kinds of every day business.

Literary and Debating Societies.

Recognizing the great value of public speaking, we have encouraged our students to organize Debating Societies. Most satisfactory results have followed. The societies are composed of members of the school, and are conducted for their benefit. Young men and women who have had no previous training have become very creditable debaters after a few months' experience. Debating is the chief object for which the societies are organized, but other exercises are held as well.

Public entertainments are given in which the Literary Society and Music Classes furnish the programme. These have been highly appreciated by the public, and of much profit to the students taking part.

Our world is a college, events are teachers, and happiness is the graduating point, character the diploma God gives man.

Correspondence Schools and Mail Courses.

Frequent inquiries come to us to know if we teach Shorthand, Bookkeeping, Penmanship, etc., by mail.

The method is so unsatisfactory and the results so disappointing to the student that our reply is, we do not give lessons by mail.

Several so-called correspondence schools claim to have given course of instruction to a number of students in Eastern Ontario, which statement we have no reason to dispute, and yet we do not know of a single instance where a "correspondence student" is holding a position.

We have carefully investigated these schools, with the result that we cannot conscientiously introduce such a course in connection with the Cornwall Commercial College, and cannot recommend such schools to others.

If one desires to study at home before attending business college, he had better purchase a good text book on the subject, and study these at his spare moments ; for, as a rule, he will make more advancement than through the correspondence or mail lessons method, and thus save the tuition to apply when he attends business college, which he must eventually do to meet with success.

The School that Makes a Specialty of Each Student.

THOROUGHNESS is the key note of the distinctive C.C.C. method of business training. The school's aim for many years has been to treat each student as an individual factor and prepare him for his chosen calling in the shortest time consistent with thoroughness. Its remarkable success, measured by the achievement of a multitude of former students, has won for it the right to be known as "The School that makes a specialty of each student."

A good fellow is a costly name.

Testimonials.

We take pleasure in presenting the following brief extracts from testimonials regarding the work of the Cornwall Commercial College. Space does not permit us to publish the others at hand. Those printed on the following pages will, it is thought, be sufficient to show the esteem in which the school is held.

MASSENA, N.Y.

MR. GEO. F. SMITH, Cornwall, Ont.

Dear Sir:—Having taken a Shorthand and Typewriting course in the Cornwall Commercial College, permit me to express to you my sincere appreciation of the instruction in Stenography which I received at your college.

My success in securing a position as Stenographer with Mr. H. B. Chase, I am satisfied is due to the instruction I received while attending the C. C. C.

I can heartily recommend the C. C. C. to anyone desirous of obtaining a shorthand, typewriting and commercial education.

Wishing you continued success, I remain,

Yours sincerely,

ETHYLE L. FALKNER.

PRINCIPAL C. C. C., Cornwall, Ont.

This certifies that I attended the Cornwall Commercial College, and completed a course in Shorthand and Typewriting, taking all the subjects prescribed in the above course, and it affords me great pleasure to recommend your College to anyone desirous of obtaining a thorough and full knowledge of Shorthand and Typewriting.

Shortly after completing the above course, I was enabled to secure a good position as Stenographer, which was due to the efficient manner in which instructions were given in the College.

Wishing the Cornwall Commercial College every success, believe me,

Yours very truly,

JEAN McNOWN.

CORNWALL, ONT, May 17, 1904.

MR. G. F. SMITH, Principal of the C. C. C.

Dear Friend:—It is with much pleasure that I write you as a slight token of appreciation for the interest shown to me by all teachers in the college, as well as yourself, during my attendance, and would advise any and everyone to take up the courses offered by the C. C. C. knowing that they will be of the greatest benefit to all who do so.

I might just state that if it had not been for the education I received while with you, there would have been no hope of a future for me, as I could not do hard manual work.

Would also like to thank you for your interest in getting me the position which I now hold.

Wishing the C. C. C. the success which it deserves, I remain,

Your well wisher,

JAS. FREEMAN, JR.

Either never attempt or accomplish.

MONTREAL, QUE.

MR. G. F. SMITH, Principal C. C. C., Cornwall, Ont.

Dear Sir :— After having completed the combined courses in the Cornwall Commercial College, I secured a good position with the Dominion Express Company, Montreal.

I would recommend the C. C. C. to any young man who desires a thorough business training.

Wishing continued success to the school, I remain,

Yours sincerely,

CHARLES L. QUIG.

BOMBAY, N.Y.

MR. GEO. F. SMITH, Principal C. C. C., Cornwall, Ont.

Dear Sir :— I appreciate very much what the Cornwall Commercial College has done for me both while in the school and for the securing the excellent position which I now hold.

With best wishes for continued success,

MAUDE GLASGOW.

BOMBAY, N.Y.

To whom it may concern :—

From my own experience and that of many others I would cheerfully advise anyone who is desirous of securing a business education to avail themselves of the advantages afforded by the Cornwall Commercial College. Mr. Smith sent me to this splendid position even before I had quite completed the course.

MAMIE McVICHIE.

MONTREAL, QUE.

MR. G. F. SMITH, Principal C. C. C., Cornwall, Ont.

Dear Mr. Smith :— I have great pleasure in bearing testimony to the high state of efficiency which characterizes the management of the Cornwall Commercial College. I regard it as a well managed business enterprise, the Principal and staff of teachers in my opinion are all that could be desired to make the school a success.

The Cornwall Commercial College is well represented in Montreal and I have no hesitation in saying that a student trained in the C. C. C. will have no difficulty in securing employment in the best business offices in the city. I wish you every success in your endeavors to maintain the high character of your school.

Yours very respectfully,

HATTIE P. BILSLAND.

Miss Bilsland is the third young lady from the same family to graduate from the school. Miss Bilsland was placed in her present position with P. S. Ross & Son, Montreal, Que., by the school management. Brother after brother and sister after sister attend the C. C. C. and all meet with success.

All complaints which are made of the world are unjust. I never knew a man of merit neglected. It was generally by his own fault that he failed of success.

MONTREAL, QUE.

To whom it may concern :—

This is to certify that after taking a commercial and shorthand course in the Cornwall Commercial College, I am qualified to fill satisfactorily a position as stenographer and assistant book-keeper with the Canada Horse Nail Co., of this city.

I can conscientiously say that the course of instruction received in the C. C. C. is one which cannot fail to greatly help every young man or woman in any walk of life, and especially those who intend to enter upon commercial work.

On my own behalf I wish to thank Mr. Smith and staff of able teachers for their kindness shown me during my stay among them, as well as for the thorough course of instruction I received at their hands. My hearty thanks are also due to Mr. Smith for securing a position for me on the completion of my course.

Wishing the C. C. C. every success, I am,

Yours very truly,

C. GEORGINA KIRK.

MINNEAPOLIS, MINN.

MR. GEO. F. SMITH, Cornwall, Ont.

Dear Mr. Smith :—I wish to thank you for all the kindness shown me during my term in the C. C. C. I consider it the most profitable ten months ever spent in school, and can highly recommend the Cornwall Commercial College to anyone desirous of obtaining a thorough business education.

Upon my arrival here I secured a splendid position at once with the firm of J. W. Love & Co., Wholesale Shoes, of this city and find that the training received at your hands has enabled me to do the work of both Stenographer and Book-keeper without any difficulty whatever.

Thanking you once more for past favors, and wishing you every success in the future, I am,

Yours sincerely,

DONALDA CAMERON.

MONTREAL, QUE.

To whom it may concern :—

After taking a course in The Cornwall Commercial College in Shorthand and Typewriting I secured a good position as stenographer with the Columbia Shoe Dressing Co., of this city.

It affords me much pleasure to highly recommend the C. C. C. to anyone desirous of obtaining a thorough knowledge of stenography. I can also testify to the kindness received from Principal and teachers.

GRACE BROWN.

It is with much pleasure that I add my testimonial to those of many others who have attended the Cornwall Commercial College. Anyone who desires to secure a good business education cannot do better than attend this school, which is most thorough in all its branches of study. The demand is so brisk for C. C. C. graduates that I was sent to a position before the completion of my course.

EDITH E. STONEBURNER.

Honest work is the only sure thing.

To whom it may concern :—

I consider the four months spent acquiring a practical education in the Cornwall Commercial College more valuable to me than two years spent in theory in the High School, because to-day the business man asks—not, "What do you know?" but "What can you do?"

I found the staff of the college thorough and painstaking, often more interested in the student than the student was in himself. I was convinced that they could enroll a student of average ability and ambition, and in from six to eight months qualify him to take dictation and operate the typewriter to the satisfaction of any business man, and I am confident that this student can, after a short time, command a salary of \$60, \$80 or \$100 per month.

I am satisfied that the first problem with the management of the C. C. C. is, "How soon can we fit this student for a position?" and the second, "How soon can we place him in his proper niche in the business world?" There seems to be something superior, an enthusiasm, about the C. C. C. which compels every student to make the best of himself.

ANNA S. MCKAY.

MONTREAL, QUE.

MR. GEO. F. SMITH, Principal C. C. C., Cornwall, Ont.

Dear Sir :—Having taken a course of Shorthand and Typewriting in your institution, I am in a very good position to attest to the merits of the Cornwall Commercial College, and would recommend it to any person desirous of obtaining a thorough training in that branch of commercial work.

With best wishes for the future success of the school, I remain,

Yours sincerely,

CECIL B. DAVIS.

REGINA, ASSA.

To whom it may concern :—

Having graduated from the Cornwall Commercial College after taking up a combined course in Stenography and Book-keeping it affords me much pleasure to testify to the thoroughness of the instruction received and to the kindness and attention shown the students by the very efficient staff of teachers.

Through the College Agency I was enabled to secure a very desirable situation here in the West, and find no difficulty whatever in performing the duties which my position as stenographer demand of me.

I can therefore heartily recommend the C. C. C. to any young man or woman desirous of obtaining a practical education along practical lines.

ARTHUR J. THOMSON.

PHILADELPHIA, PA.

MR. GEO. F. SMITH, Cornwall, Ont.

Dear Mr. Smith :—I have much pleasure in informing you that I have secured a good position with the Postum Cereal Co., of this city. I find no trouble in performing my various duties, owing to the thorough and practical training received at the C. C. C.

I get the Standard every week and the first item I look for is the Commercial College Notes. With best wishes for your continued success, I remain,

Your ex-student,

W. M. ALLAN.

Truth is money out at interest.



CABLE ADDRESS
WHYPEACH, NEW YORK

Remington Typewriter Company, Ltd.

Montreal, Toronto,
Ottawa, Quebec,
Hamilton, Halifax,
St. John, N. B., Winnipeg,
London, St. John's, N. F.,
Sault Ste. Marie, Fredericton,
Charlottetown, Vancouver, Victoria.

MONTREAL

1757 NOTRE DAME STREET

UNITED STATES SALES
OFFICES

NEW YORK
AND 53 BRANCH HOUSES

FOREIGN

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Havana
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Lima
Lyon
Madrid
Manila
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San Juan
San Salvador
Santiago
Sourabaya
Stockholm
Strasbourg
Sydney
The Hague
Tokyo
Tunis
Valencia
Valparaiso
Vienna
Zurich

And 189 Other Cities

Mr. G. F. Smith,

Principal, Cornwall Commercial College,
Cornwall, Ont.

Dear Sir :-

We are constantly having our attention called to the great scarcity of young men stenographers and Remington typewriter operators. We have no difficulty in placing young men, who are thoroughly qualified for positions, at salaries considerably in excess of those paid to young men in any other capacity who have had no previous business experience.

Some of the foremost men of our day began their career as stenographers, and we believe that a knowledge of shorthand and typewriting offers more opportunities to young men at the present time than any other line of work. We have placed several of your students and found them very satisfactory, and will be pleased to have you send us as many as you possibly can during the coming year.

If you have any young men who are about to graduate we will be pleased to have you advise us when we may expect them.

Yours very truly,

Remington Typewriter Company.

J. B. Dickins Mgr.

TORONTO, ONT.

To whom it may concern :—

Believing it as much a duty to myself, as it is fair to you that I should try to express my high estimation of your college. Having been engaged for some years in the teaching profession, and connected with commercial work, and having examined the various systems in several colleges, both in Canada and the United States, I am confident that the standard of the C. C. C. is excelled by none.

The school is thoroughly equipped with the best materials, the course of instruction is comprehensive and thorough; the work is practical from the start, thus making the student a master of himself. The course in book-keeping is interesting and up-to-date.

Special interest is taken in each student and to an earnest worker the advantages are unsurpassed. A visit to your school, or careful comparison will convince an inquiring mind of the many and superior advantages of the College.

DAVID HUME.

RAYMONDVILLE, N.Y., May, 11, 1904.

MR. GEO. F. SMITH, Principal C. C. C., Cornwall, Ont.

Mr. Smith :—Having completed a Commercial course in your college, I have secured a position as book-keeper for the Raymondville Paper Co., and would strongly advise any young man to take a course with you.

Very truly yours,

H. C. CAMPBELL.

To whom it may concern :—

All young people wishing to secure for themselves a good business education cannot do better than take a course in the Cornwall Commercial College. Having taken the Shorthand and Typewriting course, I can safely say that the instructions and attention received by the students cannot be improved upon. Before graduating I secured my present position through the assistance of the college.

HELEN ROBERTSON.

MONTREAL, QUE.

I hereby testify that having taken a course in Shorthand and Typewriting at the Cornwall Commercial College, under the tuition of Mr. Geo. F. Smith, I have found great benefit therefrom and having since secured a permanent position, can fulfil my duties with ease and success.

J. I. BILSLAND.

To whom it may concern :—

This is to certify that I attended the Cornwall Commercial College, taking up a course of instruction in Shorthand and Book-keeping, and I most heartily recommend the C. C. C., to any one who desires to obtain a thorough business and shorthand education.

Wishing you every success in the future, I am,

Sincerely yours,

EVA FARLINGER.

Saying well is good; doing good is better.

MONTREAL, QUE.

To all ambitious young Men and Women :—

I took a six months' course in the Cornwall Commercial College, and can honestly recommend the school to all who are desirous of securing a good business education. The system and discipline is most thorough, and the training received is both accurate and practical. The demand for business men and women is increasing every day, not only in Canada, but in all parts of the world ; hence the requirement of a good practical education.

Again advising all who can to take a course in the C. C. C., and thanking the Principal and other members of the staff for the benefits derived from the school, and for the many kindnesses shown me while in attendance there.

I remain, yours sincerely,

FLORA C. McCULLOCH.

CORNWALL, ONT.

It gives me much pleasure to add a word of commendation for your school. Anyone desiring a practical knowledge of business affairs should attend the C. C. C. I am pleased to acknowledge the kind treatment and valuable assistance I received while with you. Everything is conducted in such a way, and the students are surrounded by such privileges and influences as to make the time spent at the C. C. C. both profitable and pleasant.

Wishing the school continued success, I am,

Yours sincerely,

ALICE, M. EARLE.

MONTREAL, QUE., June 2, 1904.

G. F. SMITH, Esq., Cornwall, Ont.

Dear Sir :—It affords me the greatest pleasure to recommend the Cornwall Commercial College to anyone in search of a good business training. While attending your College I received the kindest attention, and found both courses in which I was instructed to be thorough and practical in every detail.

I am also very grateful for the position you secured me in the office of the Canadian Pacific Railway Company, here, and heartily wish you and your College every success in the future.

*I remain, yours sincerely,

RODERICK McRAE.

CORNWALL, ONT.

To whom it may concern :—

As one of the many graduates of the Cornwall Commercial College it affords me much pleasure in recommending the institution (with its efficient staff of teachers and the latest systems it has adopted for the welfare of its pupils) to any one desirous of obtaining a practical business education.

I cannot honestly speak too highly of the thorough instruction received while attending the C. C. C., which instruction prepares the student for the field of labor in which employment can easily be secured. I am also greatly indebted to the principal for securing me the excellent position which I now hold.

Wishing the C. C. C. even greater success in the future than in the past,

I am,

Sincerely yours,

ALBERT F. MCPHEE.

In office of Toronto Paper Mfg. Co.

What maintains one vice would bring up two children.

CORNWALL, ONT.

To whom it may concern :—

I have much pleasure in recommending the Cornwall Commercial College to any one desiring a practical education. The course of studies is thorough and up-to-date. The staff are energetic and painstaking and are at all times watchful of the best interest of their students. The C. C. C. and success are synonyms.

E. J. McDONALD.

504 TULLY ST., SYRACUSE, N.Y.

To whom it may concern :—

I cannot express sincerely enough my appreciation of the efficient training which the Cornwall Commercial College gives to those who are fortunate enough to be enrolled upon her student list.

In this age, I find that the boy or girl with a clear, practical conception of business methods is as eagerly sought as the man or woman who can affix to their name a university degree. A university graduate may have a brilliant higher education, of which I am a strong advocate, but, if occasion necessitates his earning a livelihood, he will find that the great world of to-day does not live in the dead languages and that to be able to cope with modern exigencies, he must be able to compute sums, to compose concise, courteous business paragraphs, and in fact, to do just such things as the student of the Cornwall Commercial College is taught to do.

My course at the C. C. C. has been almost invaluable to me in a very successful business career, and it is a pleasure to indorse the thoroughly up-to-date and practical methods of instruction which the college affords.

The Cornwall Commercial College maintains a standard of excellence far above the average business college. Wishing the C. C. C. and her many friends unlimited success, I am,

Very sincerely yours,

JESSIE TAPLIN,

With Merrell-Soule Company, Syracuse, N.Y.

From Mr. R. A. Pringle, M.P.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—We have in our employ three students from your very valuable institution, and I feel in commending the Cornwall Commercial College to the public, that I am but voicing the sentiments of hundreds of others.

Yours truly,

R. A. PRINGLE.

From an Ex-Mayor of the Town of Cornwall.

CORNWALL, ONT.

To whom it may concern :

The Cornwall Commercial College of this town is a practical school for practical people. Its courses of study are stepping-stones to success. It is doing a grand work, and the people of Cornwall and the United Counties may well feel proud of having such an institution in their midst.

R. LARMOUR, Ex-Mayor.

A good cause makes a stout heart and a strong arm.

CORNWALL, ONT.

MR. G. F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—We have employed a graduate of the Cornwall Commercial College as Stenographer and Typewriter for the past year. She is quick and accurate, showing she has been well instructed, and we have been much pleased with her work.

Yours truly,

J. G. HARKNESS, Barrister and Solicitor.

From an Ex-Mayor of Cornwall.

CORNWALL, ONT.

The Cornwall Commercial College, established in our enterprising town by Mr. George F. Smith, has become one of very great success. Its students have carried off the highest honors for efficiency. The attendance of pupils has constantly increased until now we learn with pleasure that they have to add larger accommodations owing to the increased demand for book-keepers, office help and stenographers. This speaks for itself, and all who wish to succeed in business should not neglect to take a course of training in this college.

P. E. CAMPBELL, Ex-Mayor.

From Mr. A. G. Knight, Principal of the Cornwall High School for a period of six years, and one of the best known educationists in Canada.

CORNWALL, ONT.

The Cornwall Commercial College is a well-equipped, up-to-date institution. Its remarkable growth and success bear testimony to the ability and earnestness of the principal and his assistants, who manifest the deepest interest in the progress and welfare of the students. This school is worthy of the confidence and large patronage it enjoys.

A. G. KNIGHT, Ex-Principal C. H. S.

Letters like this are often received at the College office.

OTTAWA, ONT.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—A prominent lumber merchant of this city has asked me to secure for him a young man stenographer and typewriter—one who has had some experience preferred. If you know of such a person he might make application to me. The salary is about \$40 or \$50 per month, but I cannot say definitely. If you have no one in view kindly let me know.

Yours sincerely,

E. R. McNEIL.

Deserve success and you shall command it.

STERLING, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—I have in my employ as stenographer, a graduate of the Cornwall Commercial College. Her work has given entire satisfaction and does credit to the college of which she is a graduate. From her knowledge of business principles I can strongly recommend a course in your institution as an excellent preparation for a business career. Your system must certainly be very thorough and practical.

With best wishes for continued success.

Very sincerely,

J. E. HALLIWELL, B.A.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—I have had an opportunity of watching closely your style of instruction and of forming an opinion as to its results, and have no hesitation in testifying to the excellence of the Cornwall Commercial College as a place to obtain a practical insight into the business of life.

I have been glad to observe the steady increase in patronage that your school has obtained, and wish you a constantly increasing measure of success.

Very sincerely yours,

C. W. YOUNG, Proprietor of The Freeholder.

CORNWALL, ONT.

To whom it may concern :

I have much pleasure in testifying to the excellent work that is being done at the Cornwall Commercial College. I am personally acquainted with many of the graduates of the institution who are filling responsible positions to the entire satisfaction of their employers.

W. GIBBENS, Publisher of The Standard.

CORNWALL, ONT.

To whom it may concern :

This is to certify that I have been receiving instruction from Mr. George F. Smith in stenography, and can testify to the accurate, thorough and expeditious manner in which he teaches.

The Cornwall Commercial College is a well-equipped business school, comparing favorably with those of our largest cities.

I can heartily commend it to any person wishing to qualify for an accountant, stenographer or telegraph operator.

A. F. BIRCHARD,

Commercial Teacher, Cornwall High School.

A great opportunity will make you ridiculous unless you are prepared for it.

From Mr. A. P. Ross, a prominent business man and an Ex-M.P.P.

CORNWALL, ONT.

To whom it may concern :

The Cornwall Commercial College of this town is a well-known business university and well patronized. The school supplies a long-felt want and has many times over demonstrated its usefulness by the long list of successful graduates sent out to fill positions of skill and trust in the business world.

A. P. ROSS.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—Upwards of six months ago, I applied to you for a stenographer, when you introduced me to one who was just graduating from your College. The young lady began work in my office the following day, and it is a pleasure for me to state that from the first she performed all duties required of her, which, as you know, present a reasonable variety, in a familiar and business-like manner, and so as to give complete satisfaction.

Considering that she came to my office without any previous office or business experience of any kind, I cannot but compliment you on your system of tuition, and the evident thoroughness with which you prepare your pupils.

Yours truly,

J. A. CHISHOLM.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—Having a personal knowledge of the usefulness and desirability of having such an institution as the C.C.C. in our town we cannot be too warm in praise of its equipment and management. One of its graduates has been in our employ as a stenographer for over a year and has given ample evidence of the thoroughness with which you prepare your pupils.

Wishing your Institution every success in the future, we are

Very sincerely yours,

R. M. PITTS & CO.

CORNWALL, ONT.

To whom it may concern :

This is to certify that my son was a pupil at the Cornwall Commercial College and I have every reason to be pleased with the progress he made there.

He has since secured a good position in the Bank of Montreal.

C. J. HAMILTON, M.D.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—Some few years ago we applied to you for a book-keeper and stenographer to fill a vacancy in our office. The young man you sent us has been in our employ ever since and it affords me much pleasure to state that he has always performed his duties in a highly satisfactory manner, which reflects great credit upon your very worthy institution.

Yours truly,

W. O. JOHNSTON.

A friend is never known "till a man have need."

To whom it may concern :

I have had ample opportunity of knowing how the Cornwall Commercial College has been conducted since its inception, and have much pleasure in testifying to the high standard of excellence maintained therein.

The Principal, Mr. George F. Smith, I regard as a gentleman exceptionally well qualified for his position, and under his governance, pupils and their parents can count on the institution being managed in a most satisfactory manner.

JAMES HASTIE,
Ex-Pastor Knox Church, Cornwall.

Harold Hastie, a son of the above gentleman, took a course in the C. C. C., and afterwards secured a good position in the Bank of Ottawa, Lanark, Ont.

PHILADELPHIA, PA.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir:—Having been connected with the Cornwall Commercial College for several months, I am able to testify from personal observation to the excellence of the course of instruction provided.

The methods employed are practical and up-to-date, the equipment ample, and the teaching painstaking and thorough, individual instruction being the rule in every case. I know no college where a more thorough or more practical preparation for a business life can be obtained.

With best wishes for continued success.

Yours sincerely,

OSCAR D. SKELTON, M.A.

CHICAGO, ILL.

To whom it may concern :—

After a course in Shorthand and Typewriting in the Cornwall Commercial College, I secured a position in the office of the Ottawa and New York Railway Company at Cornwall. On the removal of the office to Ottawa I spent the following year in the office of a Toronto journalist. Last summer I taught several months on the staff of the Cornwall Commercial College. On coming to Chicago in the fall I found that my thorough C. C. C. training, with the experience I had acquired, made it an easy matter to secure my choice of several good positions, one of which I still hold, namely with the Booklovers Library.

I can confidently recommend the C. C. C. to those seeking a thorough practical training in Shorthand and Typewriting, which will enable them to obtain good positions in either Canadian or United States offices.

EMMA B. SKELTON.

To be thrown upon one's resources is to be cast into the
very lap of fortune.

TORONTO, ONT.

To whom it may concern :

This is to certify that I am a graduate of the Cornwall Commercial College, having taken a thorough course in Shorthand, Typewriting and Commercial work.

It gives me much pleasure to testify to the thoroughness of each and every course of instruction given in the C. C. C., and to the interest taken by the principal, Mr. George F. Smith, and his assistants, in the progress and success of the students.

Immediately upon graduating I left Cornwall for Toronto, where in a short time I was successful in securing a good situation. I find that I am able to do all the work required of me, and this I attribute to the training received in the C. C. C.

M. MAE BRECKENRIDGE.

CORNWALL, ONT.

To whom it may concern :

I take great pleasure in recommending the Cornwall Commercial College to any one desiring to take a business course. I took a shorthand and typewriting course at the college and now have a position as stenographer with Leitch, Pringle & Cameron. I have found that the training received in the C. C. C. thoroughly prepares the student for actual work.

LEILA M. PAUPST.

HOGANSBURG, N.Y.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—It affords me the greatest pleasure to recommend the Cornwall Commercial College to any one in search of a good business training. While attending your college I received the kindest attention, and found the commercial course, in which I was instructed, to be thorough and practical in every detail.

I am also very grateful for the good position you secured for me with the Indian Novelty Co., here, and heartily wish your college every success.

Yours truly,

ARCHIE, McKINNON.

WORCESTER, MASS.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—It affords me much pleasure to express my entire satisfaction with the very thorough training I received while attending your college.

The advantages of a commercial education such as you supply in your school cannot be overestimated. Business men are growing more exacting every day, and a young man to achieve success must first be prepared.

With best wishes for continued success.

Very sincerely,

C. E. DUQUETTE.

Decision of character outstrips even talent and genius in the race for success in life.

MR. GEO. F. SMITH, Principal of the Cornwall Commercial College.

Dear Sir :—Having taken a shorthand and typewriting course in the Cornwall Commercial College, I wish to express myself as being entirely satisfied and pleased with the manner in which the school is conducted and the excellence of the instruction given. I am sure no one can find a better equipped school, nor one where more interest in the student's progress is manifested.

Having secured my present position through you, I desire to offer my sincere thanks, in common with the many other students who have also been placed in good positions.

Yours truly,

MAGGIE J. BILSLAND.

CORNWALL, ONT.

MR. G. F. SMITH, Principal Cornwall Commercial College.

I have much pleasure in testifying to the excellent shorthand training received during my term of four months' study under your tuition. Through the assistance of the college, I secured a position in the office of Mr. J. A. Chisholm immediately upon graduating.

Wishing you every success in the future, I remain,

Yours very truly,

SUSY WHITTAKER.

WEST BRIGHTON, N.Y.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—I was connected with the Cornwall Commercial College, as Mathematical Instructor, for some time and also as a student taking up the voucher system of book-keeping. I found your system very complete in all branches and your practical banking and commercial work the best I have ever seen.

If a business man is looking for a person with a business education he cannot go astray in getting a graduate of the C. C. C., and no more can the person go astray who is looking for a business education if he attends it. It is a business college that is a business college first, last and all the time.

I have much pleasure in giving you this slight testimonial of my appreciation of your college, and wishing you continued success, I am,

Yours truly,

H. SQUARE.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—I have much pleasure in expressing to you my appreciation of the excellent and thorough instruction in stenography which I received during the term I attended your College. I was also exceedingly well pleased with the attention that was given to every student under your charge, and to any one wishing a good business training, I would have no hesitation in recommending the C. C. C.

Since graduation I obtained a situation in the office of the Cornwall Mfg. Co., Limited, which position I now hold.

Wishing your Institution every success in the future, I am,

Very sincerely yours,

CARRIE BINNIE.

While the fool is waiting for an opportunity, the wise man makes one.

MORRISBURG, ONT.

GEORGE F. SMITH, ESQ.

Dear Sir :—I have your memo of the 9th inst., and would say that you are at liberty to use my name as having attended the Cornwall Commercial College, and without hesitation I can speak in the highest terms of the tuition I received there. Since leaving your Institution I have secured a position in the Molsons Bank.

Wishing you many years of continued success and prosperity, I remain,

Yours truly,

W. L. WYATT.

MONTREAL, QUE.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—I have not had the pleasure before since leaving Cornwall, although it has been my intention to write you and thank you for the testimonial letters you favored me with, and which I found to be of great service to me.

I am pleased to inform you that I have secured a position as assistant bookkeeper in the Star business offices, and so far as I can judge the position is one that promises rapid advancement.

The course I took in College under your tuition made me at once competent to accept this position, and I can say with sincerity that any young man intending to follow a commercial life should avail himself of a similar training.

Yours truly,

E. J. KERR.

LISTOWEL, ONT.

MR. G. F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—Permit me to express to you my sincere appreciation of the excellence and thoroughness of the instruction in stenography which I received in your college, which has enabled me to undertake with confidence the duties of an official position.

I have had opportunities of observing the capabilities of graduates of various colleges, and without being invidious can affirm that in both theory and practice at any stage, the Cornwall Commercial College shows at the front.

Very sincerely yours,

MARY CARTHEW.

TORONTO, ONT.

To whom it may concern :

This is to certify that I have graduated from the Cornwall Commercial College in the Shorthand, Typewriting and Commercial Departments.

Shortly after graduating I secured a position in a large wholesale house in Toronto, and I find that I am able to do all the work required of me. This I consider is due to the excellent training received in the C. C. C.

I can heartily recommend the C. C. C. to any one desirous of obtaining a shorthand, typewriting and commercial education.

M. ETHEL BRECKENRIDGE.

If a business education is worth having, it is certainly worth going after.

MONTREAL, QUE.

To whom it may concern :

This is to certify that I attended the Cornwall Commercial College, taking up a course of instruction in Shorthand and Bookkeeping, and would recommend any person desirous of obtaining a business education to take a course in the C. C. C.

My success in securing a permanent position as Stenographer for the Alaska Feather and Down Co., I am satisfied is due to the instruction I received while attending the C. C. C.

JOHN R. FOULDS.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—I have much pleasure in testifying to the excellent training I received in your College, and I have no hesitation in recommending the C. C. C. to any one desiring a thorough business education.

Yours truly,

A. C. WYATT.

CORNWALL, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—It affords me pleasure to inform you that the training I received while attending the Cornwall Commercial College has prepared me thoroughly for a business sphere.

Since graduation I have been in the employ of Mr. R. Smith, Barrister, of this town, and have every confidence in my ability to undertake any work that may be demanded of me as a stenographer.

Yours truly,

HELEN M. PATTERSON.

WINNIPEG, MAN.

GEORGE F. SMITH, ESQ., Cornwall, Ont.

Dear Sir :—My employers are very much pleased with my work in the office. I am loud in my praise of the instruction received at the C. C. C.

Wishing the Cornwall Commercial College every success in the future, I remain,

Yours sincerely,

MAUD LOGAN.

MONTREAL, QUE.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—After completing a course in your college a few months ago I secured through your assistance, the position as book-keeper and cashier I now hold. After the thorough training I received while attending your school I find no trouble in performing my duties in a satisfactory way.

A C. C. C. Diploma is a prize worth working for.

Yours very truly,

LEILA ROSS.

Ignorance is a voluntary misfortune.

OTTAWA, ONT.

To whom it may concern :

It is with pleasure that I express my appreciation of the kindness and attention I received while attending the Cornwall Commercial College.

After graduating from the college I found myself at once capable of taking charge of a set of books for a well-known firm, for whom I have been working ever since. Mr. Smith secured me a good position, as he endeavors to do for every worthy graduate.

JOHN B. PENDERGAST.

MONTREAL, QUE.

GEORGE F. SMITH, ESQ., Cornwall, Ont.

Dear Sir :—I have much pleasure in stating that I attended the Cornwall Commercial College, and upon graduating turned my steps towards securing employment. In this respect I had no difficulty in securing a permanent position in the offices of the Canadian Pacific Railway, Montreal. I can therefore without hesitation recommend your school to any one desirous of obtaining a thorough commercial or shorthand education, as the untiring efforts of yourself and staff, together with the latest systems you have adopted, are all that could be desired.

Taking this opportunity of thanking you for your past favors and wishing your college every success in the future, I remain,

Yours truly,

J. P. BRODERICK.

SYRACUSE, N.Y.

MR. GEORGE F. SMITH, Cornwall Ont.

Dear Sir :—Having taken a full course of instruction in stenography and book-keeping in your school, I feel justified in saying that I think it is one of the best in point of commercial training that can be found.

I am now permanently employed by the Globe Publishing Company of Syracuse, N.Y., and experience no difficulty whatever in doing my work to the satisfaction of my employer. I most heartily recommend the Cornwall Commercial College to any one who desires to obtain a thorough business and shorthand education.

Wishing you continued success.

Very sincerely yours,

MAYME BRENNAN.

MILLE ROCHES, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir :—It gives me much pleasure to have the opportunity of adding my testimonial to the many successful students of the Cornwall Commercial College.

I attended this college about one year and during that time every possible attention was shown in the interest of my progress.

After graduating, I secured through your assistance the position I now hold with the G. F. Harvey Co., Mille Roches, Ont.

Thanking you and your teachers for your kindness and wishing you every success in the future, I am,

Very sincerely yours,

MINNIE McMILLAN.

A wise man aims at nothing out of his reach.

WINNIPEG, MAN.

To whom it may concern :

Having attended the Cornwall Commercial College for some time, taking up the Business Course and the Shorthand and Typewriting Course, it affords me great pleasure to testify to its thoroughness in the teaching.

Some time before graduating I secured a position as stenographer and bookkeeper, and find no difficulty in performing necessary duties. I can without hesitation recommend the C. C. C. to those desiring a thorough business or shorthand education.

Wishing the Cornwall Commercial College every success in the future, I remain,

Very sincerely,

ANGUS MCKINNON.

MONTREAL, QUE.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir :—Your favor of recent date to hand with thanks. I am pleased to hear of the progress the Cornwall Commercial College and its pupils are making.

As for myself I feel very much indebted to the teachers for the thorough instruction I received while in attendance, and owe my present position to the knowledge I obtained at your worthy institution.

I can therefore heartily recommend the Cornwall Commercial College to any young man or woman desirous of obtaining a thorough knowledge of shorthand and typewriting and all commercial branches.

Wishing you every success in the future, I remain,

Yours truly,

D. A. McCULLOCH.

BOTTINEAU, NORTH DAKOTA.

MR. GEORGE F. SMITH, Cornwall, Ontario.

Dear Sir :—I did not have time to call at your office before I left for the west, so I thought I would write and let you know how I am getting on. I have secured a position with Goss & Fisk, lawyers of this town, as stenographer. I am receiving a large salary with prospects of an advance. Although I have been so long without practice, I do not find any trouble in doing the work, owing, no doubt, to the efficient instruction received from you and your staff. I always watch with interest for the College Notes in the paper, and am pleased to see that you have the prospect this winter of the largest attendance in the history of the College. I will always take pleasure in putting in a good word for the C. C. C. Hoping to hear from you soon, I remain,

Yours truly,

J. P. McINTOSH.

MONTREAL, QUE.

To whom it may concern :

This is to certify that I have attended the Cornwall Commercial College, taking up the commercial course and the shorthand and typewriting course, and I find therein an efficient staff of teachers, from whom a thorough knowledge of the different studies is obtained, individual instruction being the rule in every case.

I have much pleasure in recommending the C. C. C. to any one desiring a thorough business training.

ROY A. SHAVER.

Fanned fire and forced love never did well yet.

MONTREAL, QUE.

To whom it may concern :

This is to certify that I have attended the Cornwall Commercial College, taking up a course in shorthand, and cannot speak too highly of the school in general, the efficient staff of teachers and every possible attention shown to students to help them in the way of advancement.

Immediately after graduating I secured a lucrative position as stenographer in the office of a lumber and manufacturing firm, and experience no difficulty whatever in performing the duties I am called upon to do, owing to the thorough training I received while at college, which is an important element to the pupil's success in after years.

Therefore it gives me much pleasure to recommend the C.C.C. to anyone desiring a practical education and who intends entering the business world.

NELLIE BLANCHARD.

CORNWALL, ONT.

To whom it may concern :

A three months' course in the Shorthand Department prepared me for a position as a stenographer.

I can cheerfully recommend the Cornwall Commercial College to any one desirous of obtaining a business or shorthand education.

EMMA GRAHAM.

SOUTH FRANKFORT, MICH.

MR. GEORGE F. SMITH, Cornwall, Ont.

Dear Sir:—I was alone in the office at the time I received your letter, as the book-keeper had gone to Ohio for a few weeks. Mr. Crane was in Chicago most of the time, leaving all the work to me. It was quite a responsibility but I got along well and feel quite pleased. I know my success is due to the excellent training I received in the Cornwall Commercial College.

I am glad to know you have such a large attendance this term and wish you every success in your work. The College Notes are always the first thing I look for in the papers I get from home.

Wishing you a Merry Christmas and a Happy New Year, I am,

Yours truly,

MINERVA E. LATRACE.

Miss Latrace was formerly a public school teacher, but owing to the monotonous nature of the work and the small salary paid to school teachers she very wisely decided to attend the Cornwall Commercial College. Immediately after completing her course Miss Letrace secured a lucrative position with the Crane Lumber Co., at a much larger salary to start with than the average school teacher. School teachers are turning their attention to practical education more and more every day.

DUNVEGAN, ONT.

MR. GEORGE F. SMITH, Principal Cornwall Commercial College.

Dear Sir:—I take this opportunity of informing you that I have been employed in my father's store, as book-keeper and saleslady, and must say that I find the instruction received in your institution very valuable, and I would highly recommend the C. C. C. to any one desiring to take a thorough business course.

I am also pleased to note that so many graduates have secured such splendid positions. Wishing you continued success, I remain,

Very sincerely,

MARY DIXON.

Neither despise nor oppose what thou dost not understand.

General Information.

Location—The Snetsinger Block, Corner Pitt and First Streets. Street cars pass the door.

School Year—School is held in session the entire year.

When to Enter—Positions do not often wait for one to prepare himself to fill them, but on the contrary are usually filled by those already prepared. It is plain, therefore, that the time to enter school is the earliest day possible, that you may be ready to accept the very first opening that can be secured. As our school continues in session throughout the entire year, students may enter at any time.

Examinations and Reports—Monthly examinations and reports sent to parents and guardians if required.

Diplomas—Diplomas granted to all graduates free of charge.

Preparation Required—A common school education is all that is required to enter this college. If the student has been out of school for some time, he may enter feeling assured that he will not be placed in an embarrassing position as the instruction is principally individual.

Board and Rooms—Good board can be secured in private families for \$10.00 a month. Every possible attention is given to placing our students in respectable boarding houses where they will be surrounded by good moral influences.

When Arriving in Cornwall—Strangers arriving in Cornwall should leave their baggage at the depot and go directly to the college office, where every possible help will be rendered in securing location, etc.

Hours of Study—Morning session, 9 to 12. Afternoon, 2 to 4. Evening, 7.30 to 9.30.

Office Hours—The College office is open every day and evening during the whole year for enrolling students and for matters of business pertaining to the College.

Discipline—All students are treated as ladies and gentlemen and are at all times expected to deport themselves as such. Students who cannot do this and are indolent and irregular in attendance are requested to withdraw from the school.

Contentment gives a crown where fortune hath denied it.

